

Message Text

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FM SECSTATE WASHDC

TO ALL DIPLOMATIC POSTS

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E.O. 11652: N.A.

TAGS: BGEN

SUBJECT: POST RELATIONSHIPS WITH AMERICAN CHAMBERS OF
COMMERCE

1. AT A RECENT MEETING WITH THE CENTER FOR INTERNATIONAL
BUSINESS RELATIONS OF THE U.S. CHAMBER OF COMMERCE, THE
OFFICE OF COMMERCIAL AFFAIRS (EB) DISCUSSED RELATIONS
BETWEEN POSTS AND AMERICAN CHAMBERS OF COMMERCE OVERSEAS.
THE CHAMBER DESCRIBED THESE RELATIONSHIPS AS GENERALLY
GOOD BUT THAT BETTER COORDINATION AND MUTUAL SUPPORT
COULD BE DEVELOPED IN CERTAIN AREAS. RELATIONS BETWEEN
POSTS AND LOCAL CHAMBERS APPEAR TO VARY CONSIDERABLY. OFTEN
THIS MAY BE A FUNCTION OF THE PERSONALITIES INVOLVED, WORK-
LOAD PRIORITIES, AND SPECIAL CONDITIONS PREVAILING IN THE
AREA.

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2. THE CHAMBER CITED SEVERAL SPECIFIC AREAS WHERE THESE RELATIONSHIPS MIGHT BE IMPROVED. IN THE PREPARATION OF COUNTRY COMMERCIAL PROGRAMS, THEY STATED THAT THE AMERICAN CHAMBERS IN CERTAIN COUNTRIES MIGHT BE CONSULTED. THE CHAMBER ALSO STRESSED THE VALUE OF MONTHLY MEETINGS BETWEEN THE CHAMBER AND THE AMBASSADOR (OR DCM). WHERE CHAMBERS DO NOT EXIST, SUCH MEETINGS MIGHT REGULARLY TAKE PLACE WITH

REPRESENTATIVES OF THE AMERICAN BUSINESS COMMUNITY.

3. WHILE NOTING THAT AMERICAN CHAMBERS ALREADY EXIST IN MOST OF THE IMPORTANT WORLD MARKETS, THE CHAMBER WAS INTERESTED IN DEVELOPING ORGANIZATIONS IN SEVERAL COUNTRIES WHERE THEY DO NOT. THE COUNTRIES MENTIONED IN THIS CONTEXT WERE KENYA, NIGERIA, SENEGAL, ZAIRE, SOUTH AFRICA, BOLIVIA, PANAMA, AND SWEDEN. THEY ADDED THAT POST ASSISTANCE COULD BE BENEFICIAL, PARTICULARLY IN COUNTRIES WHICH MIGHT BE POLITICALLY SENSITIVE TO ORGANIZATIONS OF U.S. CORPORATIONS.

4. A PART OF THE DISCUSSION CENTERED AROUND THE POSSIBILITY OF SOME DIVISION OF LABOR BETWEEN POSTS AND THE AMERICAN CHAMBERS TO AVOID DUPLICATION OF EFFORT IN SERVING INFORMATIONAL REQUESTS FROM U.S. BUSINESS. WTDR-TYPE CREDIT INFORMATION ON COMPANIES IN DEVELOPED MARKETS WAS MENTIONED IN THIS CONTEXT.

5. SINCE RELATIONS BETWEEN OUR POSTS AND THE OVERSEAS AMERICAN CHAMBERS ARE CONSIDERED TO BE A HIGHLY IMPORTANT COMPONENT OF OUR TRADE PROMOTION AND GENERAL BUSINESS RELATIONS EFFORT, POSTS ARE INVITED TO COMMENT ON OCA'S MEETING WITH THE CHAMBER. OCA WOULD BE PARTICULARLY INTERESTED IN KNOWING ABOUT ANY PARTICULARLY FRUITFUL RELATIONSHIPS AND COOPERATIVE EFFORTS THAT MIGHT BE HELPFUL TO OTHER POSTS SEEKING CLOSER WORKING RELATIONSHIPS WITH CHAMBERS IN THEIR AREAS. ALSO OF INTEREST WOULD BE THE VIEWS OF POSTS IN THE COUNTRIES MENTIONED IN PARA 3 AS TO THE POSSIBILITY OF ASSISTING IN ESTABLISHING CHAMBERS.

6. A TIMELY RESPONSE WOULD BE APPRECIATED SINCE THE ANNUAL UNCLASSIFIED

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GLOBAL MEETING OF THE CHAMBER WILL TAKE PLACE IN WASHINGTON DURING THE LAST WEEK OF APRIL. SEVERAL SENIOR DEPARTMENT OFFICERS WILL BE PARTICIPATING IN THESE MEETINGS. ROBINSON

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